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April 6, 1967

Declass Review by NIMA / DoD

Gentlemen:

Reference: [redacted]

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Per your request, we are pleased to submit this budgetary proposal for modifying [redacted] Light Tables with [redacted] cold cathode illumination systems.

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In this proposal we suggest designing the necessary modifications to the light tables and fabricating cold cathode illumination systems in the form of retrofit kits to replace the lamp and control system presently employed in the [redacted] light tables. As has been shown by past performance, our light sources have proven superior to those provided by our competitors.

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[redacted] proposal consists of the following three phases:

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Phase I:

Design Engineering Costs: That work involved in (a) designing and packaging our components to fit into the existing [redacted] table; (b) fabrication of one retrofit kit, templates and installing this kit in a [redacted] table in our [redacted] plant; (c) performing evaluation tests to the following specifications:

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- A. Illumination level - 2,000 ft. lamberts maximum.
- B. Variation in illumination over the 9" x 40" screen shall be within 10%.
- C. Dimming range - continuously variable from 200 to 2,000 ft. lamberts.
- D. Flicker - no perceivable flicker will be present following an initial warm-up period when viewing film on the screen throughout the dimming range.

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We estimate this phase will be completed in three months.

Phase II:

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Training: [redacted] personnel will provide installation instructions and five copies of a training manual consisting of about 25 pages each to the contractor's technicians. The purpose of this training is to enable these people to retrofit the [redacted] tables to accept [redacted] cold cathode illumination system. We shall familiarize them with the circuit design and troubleshooting techniques so they can service the units in the future.

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The three-day training course will be provided at the contractor's facility at the time the first production kit is delivered.

Phase III:

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Retrofit Kit Costs: Fifty or one hundred units can be delivered at a uniform rate between the fourth and sixth months after completion of Phase I. We envision these retrofit kits to include one cold cathode lamp mounted in a reflector tray, an electronic power supply and the associated installation brackets and hardware. All lamp kits will be delivered [redacted] in best commercial shipping crates.

It is possible that some of the parts in the present table will be reusable such as the light pan, transformer, switches, power cord, connectors, etc. However, our budgetary estimate includes replacing all components. After we have completed the design and received acceptance of the prototype, we shall give you a firm price based on the actual parts required. The budgetary costs quoted in the attachment to this letter represent a maximum price per table.

We envision some tooling costs will be incorporated into the initial production costs to facilitate rapid fabrication of the lamps and assembly of the components. These are not recurring costs and will be shown to allow assessment of recurring costs for additional lamps.

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We hope the attached budgetary estimates are satisfactory to you and that we may have the pleasure of working for you on retrofitting your [redacted]

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[redacted]ight tables. If we can be of further service, please feel free to contact [redacted] for questions of a technical nature and [redacted] for contractual questions.

Very truly yours,

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Enclosure-Budgetary Estimate

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